

Message Text

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ACTION OPIC-06

INFO OCT-01 NEA-09 ISO-00 AID-05 CIAE-00 COME-00 EB-07

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 2440

INFO USDOC WASHDC

AMEMBASSY CAIRO

AMEMBASSY AMMAN

AMEMBASSY JIDDA

AMEMBASSY TUNIS

UNCLAS KUWAIT 1076

DEPARTMENT PASS OPIC

E.O. 11652: N/A

TAGS: EINV KU

SUBJECT: TRIANGULAR INVESTMENT MISSION

1. OPIC TRIANGULAR INVESTMENT MISSION TO THE ARAB NATIONS
(TIMAN) ARRIVED KUWAIT THURSDAY NIGHT FEB 20 AND DEPARTED
SATURDAY AFTERNOON FEB 22. FOR PARCTICAL PURPOSES MISSION VISIT
IN KUWAIT LIMITED TO SATURDAY MORNING SINCE BUSINESS NOT REPEAT
NOT CONDUCTED IN KUWAIT ON FIRDAY.

2. OFFICIALS OF KUWAIT MIN. OF COMMERCE AND INDUSTRY AND KUWAIT
CHAMBER OF COMMERCE SCHEDULED FOUR APPOINTMENTS FOR TIMAN.
FIRST MEETING WAS WITH NEWLY-APPOINTED MIN. OF COMMERCE AND INDUSTRY,
UNDERSECRETARY AND ASSISTANT UNDERSECRETARY FOR INDUSTRIAL
AFFAIRS. OTHER MEETINGS HELD WITH GENERAL MANAGER KUWAIT INVEST-
MENT CO., HAMAD AL-BAHAR; CHAIRMAN INDUSTRIAL BANK OF KUWAIT,
MOHAMED AL-SHAREKH; ADVISOR TO KUWAIT FOREIGN TRADING, CONTRACTING
& INVESTMENT CO., CHRISTOPHER ARNANDER. APPOINTMENT WITH KUWAIT
INTERNATIONAL INVESTMENT CO. CANCELLED DUE TO CONFLICT IN KIIC
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SCHEDULE. SEVERAL MISSION MEMBERS HELD INDIVIDUAL MEETINGS WITH

THEIR COMPANIES' REPRESENTATIVES OR WITH LOCAL FIRMS INTERESTED
IN JOINT VENTURES.

3. A FRIDAY TOUR OF KUWAIT AND NEIGHBORING INDUSTRIAL AREAS
WAS SCHEDULED FOR TIMAN AND ABOUT 10 MEMBERS TOOK PART. TIMAN
RECEIVED BRIEFING FROM AMBASSADOR AND EMBASSY ECON/COMMERCIAL
SECTION AT RESIDENCE FRIDAY EVENING. SEVERAL SATURDAY LUNCHEON
APPOINTMENTS WERE CANCELLED WHEN GROUP MOVED ORIGINAL 6:10 P.M.
DEPARTURE TIME TO 3 P.M. OPIC PRESIDENT MARSHALL MAYS HAD PRIVATE
APPOINTMENTS WITH ABDULAZIZ AL-SAGAR, HIGHLY RESPECTED AND IN-
FLUENTIAL PRESIDENT OF CHAMBER OF COMMERCE AND INDUSTRY AND
WITH RICHARD WILLIAMSON, ADVISOR TO KUWAIT INVESTMENT CO.

4. COMMENT: TIMAN COMPANIES AND THEIR REPS WERE A GOOD CROSS
SECTION OF BUSINESS INTERESTS WHICH MIGHT HAVE APPEALED TO KUWAITIS
HAD THERE BEEN SUFFICIENT TIME. COMPANIES THEMSELVES AND RANK
OF REPS DID NOT GENERATE AS MUCH ENTHUSIASM HERE AS SEEMS TO BE
THE CASE IN OTHER TIMAN COUNTRIES SINCE KUWAITIS REGULARLY
SEE TOP OFFICIALS FROM MANY LEADING AMERICAN, EUROPEAN AND JAPANESE
FIRMS. ONE LOCAL OFFICIAL WHO MET WITH TIMAN TOLD EMBOFF HIS
AGENCY HAD BRIEFED SIMILAR GROUPS OF WEST GERMAN AND JAPANESE
IN PREVIOUS TWO WEEKS.

5. SOME TIMAN MEMBERS TOLD EMBOFFS THEY REGRETTED NOT STAYING
LONGER AND THIS WAS RELAYED TO KUWAITIS. UNFORTUNATELY,
THE ORIGINALLY PLANNED SHORT STAY PLUS LAST MINUTE SCHEDULE
CHANGE REINFORCED KUWAITI SUSPICIONS THAT TIMAN WAS NOT REPEAT
NOT REALLY INTERESTED IN DOING BUSINESS WITH KUWAIT. LACK OF
INTEREST WAS PROBABLY RECIPROCATED BY SOME MISSION MEMBERS
WHO EXPECTED BUT DID NOT FIND "RED CARPET" TREATMENT AFFORDED
THEM ELSEWHERE. HOWEVER, SEVERAL MISSION MEMBERS OBVIOUSLY
REALIZED POTENTIAL EXISTING HTER AND MADE FAVORABLE IMPRESSIONS
IN THEIR TALKS WITH KUWAITIS. THEY HAVE PROMISED TO RETURN FOR
LONGER VISITS AND MORE DETAILED DISCUSSIONS. EMBASSY HERE
SINCERELY HOPES THIS IS POSSIBLE.

STOLTZFUS

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